

MARCH, 2008

Vol. 14, No. 1

ECIC

**Dedicated to Service ...
Committed to Success ...**



MISSION STATEMENT:

DELIVERING
PROFITABILITY AND VALUE
TO OUR PATRONS THRU
INNOVATIVE
PEOPLE,
PRODUCTS,
AND SERVICES

Business Hours

**7:30 a.m. - 5:00 p.m.
Monday thru Friday**

During the busy service seasons (both Spring and Fall), East Central Iowa Cooperative will also extend hours to accommodate member service needs during the planting and harvest phases.

These extended hours are designed to meet patron need and may only affect specific divisions and locations of the Cooperative. During the Fall season, hours of operations will be posted at each elevator location.

ECIC TELEPHONE DIRECTORY

CEDAR FALLS	(319) 266-0775
HUDSON	(319) 988-3257
Hudson TOLL FREE	(800) 400-3247
Hudson AG CENTER	(319) 988-4511
Ag Center TOLL FREE	(800) 859-0497
JESUP	(319) 827-6226
Jesup TOLL FREE	(800) 859-8061
Jesup AG CENTER	(319) 827-3531
Ag Center TOLL FREE	(866) 599-7666
LA PORTE CITY	(319) 342-3013
La Porte City TOLL FREE	(800) 877-3810
WATERLOO ENERGY	(319) 235-6281
L.P. Plant TOLL FREE	(866) 404-3242

WEBSITE:

www.ecicoop.com

YOUR BOARD OF DIRECTORS:

John Babinat	La Porte City
James Grady	Waterloo
Tom Greiner	Waterloo
William Hesse	Cedar Falls
Leo Kremer	Jesup
Randy Lichty	Waterloo
Dennis Rottinghaus	La Porte City
Jason Trumbauer	Jesup
Mike Reiter	Jesup

E.C.I.C. Scholarship Program

On an annual basis, East Central Iowa Cooperative makes available a maximum of two \$500 scholarships to benefit the post graduation aspirations of graduating high school seniors. The mission of these awards is to support the academic endeavors of individuals who plan to pursue advanced studies in agriculture and desire to participate in agriculture as his or her vocational choice. Prior scholarship recipients have exhibited career intentions not only in production agriculture but also within a number of fields associated with ag-business.



**Application
deadline
April 15, 2008**

Eligibility for E.C.I.C.'s scholarship program is confined to applicants whose parents or guardians hold cooperative membership status as either Class "A" or "B" members. Academic achievement, extracurricular participation, and community contributions are all aspects comprising the determination process in addition to personal attributes such as leadership and character. Application forms are available at all E.C.I.C. offices or by contacting the Hudson administrative office (319) 988-3257 or (800) 400-3247. Applications may also be obtained from guidance counselors or vocational ag instructors at Jesup High School, Union Community High School, Hudson High School, Don Bosco High School or Janesville Consolidated School. Applicants must complete and return the application form no later than April 15, 2008 in order to be considered for this year's program. In addition to obtaining scholarship application forms, additional information can be secured by contacting the location manager at your nearest E.C.I.C. location or the general manager at the Hudson numbers listed above.

East Central Iowa Cooperative salutes each member of the areas graduating class and wishes untold success upon each. As a member of the communities it serves, it is pleased to contribute in this fashion to the promise held by our youth.

Feed Division Awarded

ECIC recently received a Land O' Lakes Presidents' Council Gold Award and a #10 Growth Award. Left to right, Mack Madill, Land O'Lakes region director/upper Midwest; Frank Goode, vice president Marketing; Dennis Francik, ECIC feed division manager and his wife, Shelley; Fernando Palacios, president of Land O'Lakes Purina Feed LLC, and Dave Hoogmoed, Vice president sales, Land O'Lakes/Purina Feeds.



MEMO BOARD

Statement payments
are due by the
15th of each month
to avoid
finance charges.



**All ECIC offices
will be closed
Monday,
May 26, 2008
in observance
of
Memorial Day.**

**- Please share -
Information about
ECIC Scholarship!**

ECIC on the web:
ecicoop.com

Palm Sunday - March 16
St. Patrick's Day - March 17
First Day of Spring - March 20
Easter - March 23



*Turn clocks forward
one hour on March 9*



Message from your General Manager

Dennis Maas

Reflecting on the winter so far, I don't need to tell you that for me it seems to be long and dragging out. Started early and the snow sure seems to be persistent. This obviously leads us to the usage of energy products and we all know they are not cheap.

As we get closer to spring, we are concerned about the supply of certain products as well as the costs of these. Fertilizers and diesel fuel are two of these products. Both of these products are energy related and we all know how volatile that has been. Because of the world economics doing so well, the global demand for crop nutrients is overwhelming. I think diesel fuel will be available as far as supply; my concern is logistics; whether it will be available at the right place and the right time. I will assure you, ECIC will do everything it can to maintain a supply of products to you. What we need from our producers is early filling of your energy storage and timely information on your fertilizer needs.

Around the first of February, we issued new cardrol cards to our customers in the Dysart and Vinton areas. This change came about with the consolidation of Members Mutual Oil Company. Today, everyone's local ECIC energy cards will work at any of our four cardrol locations, Dysart, Hudson, La Porte City and Vinton. If you need more cards or have any changes to make to your cards, you can get a different card at Hudson Ag Center (319) 988-3763, La Porte City elevator office (319) 342-3013, or you may call the Waterloo office (319) 235-6281 and get a new card sent to you in a couple of days.

The Board of Directors has approved a second "condo storage bin." This 200,000 bushel bin will be constructed at the Jesup location, next to the previous 200,000 bushel bin and receiving facility. The bin will tie into the existing facility to be used for corn to supply the feed mill as well as a new conveyor. The conveyor will attach the concrete and other grain storage facility at the site to deliver corn to the feed mill which will also help gain efficiencies in the moving of the grain. If you have an interest in being part of owning "condo storage," please contact any of our grain locations.

I will bring you up-to-date on some other projects management and the Board of Directors has been working on. Last fall we installed new grain moisture meters with new technology. The

old testers were 10 to 12 years old and with old technology. This spring we will be installing a scale integration program, which will accomplish two tasks. The first thing it will do is tie our grain testers to the scale tickets so moisture and test weights will be printed directly to the scale ticket. The second task it will accomplish is to post each grain scale ticket to the patron account rather than each day having an employee post the tickets. This will enable the patron to be able to check their delivery position more often and it will be more up-to-date.

In the feed division we have replaced a 15 ton truck chassis with a new one and we replaced our 8,000 gallon fat tank with a 12,000 gallon tank. The small tank we had needed to be empty to receive a full semi load and this caused us many times to be at risk of no fat for feed manufacturing, especially during adverse weather conditions. We replaced a smaller corn roller that would handle 8-10 ton per hour with a new RMS roller with the capacity of handling 20 ton per hour. We currently are working on a process to demolish the old wood house next to the feed mill in Jesup and implement a new ingredient receiving for the feed mill.

In our agronomy division we have purchased six new 1,000 gallon dual tank NH3 running gears, a 16 ton dry tender box and a 3,200 gallon stainless steel liquid tank to be installed on a tandem truck chassis. The Directors approved the purchase of a new JD4930 120 foot boom sprayer.

The Board of Directors and management have communicated many times with membership about being passionate on the profitability of E.C.I.C. and revolving equity back to the membership. We are very proud to say we are in the process of doing just that. In late fall of 2007 we distributed \$132,913.55 to members who were part of stock cancellations or estate payments. Most recently the Board of Directors approved equity revolvment to 73 year olds and older. This payment went into the mail in mid February. This \$323,488.78 payment went to the members whose birthdates we had on record. As a member of E.C.I.C. it is your responsibility to keep us informed of your personal information such as address, age social security number and status of business, such as personal, partnership or corporation.

With the first distribution of equity (\$132,913.55)

and the second revolvment of equity (\$323,488.78) plus the cash portion of patronage distribution (\$66,000.00), all of which total \$522,402.33, ECIC has returned this as cash to its members since the fiscal year end, August 31, 2007. This number, \$522,402.33 is 64.3% of fiscal year 2007 net earnings. Again, as I stated earlier, we are proud to return, in cash, this amount to our membership. As the old saying goes, "it does pay to do business with your local coop."

Again this year, the Board of Directors and management are supporting an agriculture scholarship program by issuing two \$500.00 scholarships. These scholarships will be awarded to two graduating seniors who plan to continue their education in agriculture studies. Applications will be available at each E.C.I.C. location or by contacting the Hudson office. Applications will also be available at each guidance counselor's office and with the vocational agriculture teacher at Don Bosco, Hudson, Janesville, Jesup and Union Community Schools. Other details of the scholarship program are elsewhere in this newsletter.

In closing, I want to share with you that we are dedicated to delivering service to you as customers and committed to being successful for you as our owners. If you have suggestions and would like to communicate them with us, I hope we offer many ways for you to do just that. Thank you for your continued support of our employees, and our products and services.

Best wishes for a safe and productive spring.

East Central Iowa Cooperative
 Dedicated to Service ... Committed to Success

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ECIC TELEPHONE DIRECTORY

Cedar Falls	(319) 266-0775
Hudson	(319) 988-3257
Hudson Voice messaging extensions:	
• Dennis Maas	3 - General Manager
• Brad Stewart	4 - Grain Merchandiser
• Karen Kopf	5 - Accounts Payable
• Judy Kramer	6 - Credit
• Dennis Francik	7 - Feed Manager
• Judy Hinkle	9 - Human Resource
• Linda Nielsen	15 - Controller
• Gene Mitchell	20 - Agronomy Manager

Hudson - TOLL FREE	(800) 400-3247
Hudson - Ag Center Office	(319) 988-4511
Hudson Ag Center - TOLL FREE ...	(800) 859-0497
Jesup - Main	(319) 827-6226
Jesup Main - TOLL FREE	(800) 859-8061
Jesup - Ag Center Office	(319) 827-3531
Jesup - Ag Center TOLL FREE	(866) 599-7666
La Porte City	(319) 342-3013
La Porte City TOLL FREE	(800) 877-3810
Waterloo Energy	(319) 235-6281
L.P. Plant TOLL FREE	(866) 404-3242

(Revised December 1, 2007)

Feed Division Dennis Francik



Land O Lakes Purina Feeds recently honored ECIC Feed Division as the number ten feed company in annual growth and as a Gold Member of the LOL Purina Feeds President's Council. This designation places ECIC's Feed Division in very elite company with Land O Lakes Purina feed dealers across the entire nation. The number one growth company was Tri-County Cooperative of Aliceville, Alabama followed by Midwest Farmers Cooperative of Sheldon, Iowa and FS Total Livestock Services of Effingham, Illinois all Gold Members as well. My wife Shelley and I had the pleasure of attending the recognition events from January 11th through January 16th in Phoenix, Arizona. We had a wonderful time in Phoenix highlighted by a day trip to Sedona, Arizona where we enjoyed site seeing and a "Pink Jeep Tour" in the beautiful red rock canyon area. I'd like to take this opportunity to thank our customers, both new and existing for whom without their continued patronage and support this award would not have occurred, and our entire feed team at ECIC for their constant commitment and dedication to provide our patrons with excellent products and customer service. I am very proud of our accomplishment and as a team we are committed to see that this trend will continue both in terms of growth and dedication to meeting our patron needs.

On February 5th we had Darling International install the new choice white grease tank at the Jesup mill. This new 12,000 gallon tank replaced an existing 8,000 gallon tank that had been in service since the mill was constructed in the early 90's. The new tank will allow our staff to better manage inventory as full truck loads deliver 7500 gallons, our old tank had to be almost empty to receive the entire load which created scheduling issues or issues where we may be out of product waiting for new product to arrive. We also hope that the new tank will reduce the number of incidents that are created by extremely cold weather causing issues with product flowing or the heaters over heating and shutting down which in turn lets the CWG solidify and not pump to our mixer. We have had a few minor issues getting the new system up and running, but after a few days of utilization it

appears that all "bugs" are worked out and the new system is functioning as planned.

The existing ingredient receiving leg at our mill is nearly worn out. Jeff Lee and I are in the process of planning for the potential replacement of that leg. This has become a larger process than we initially intended as we are trying not only to replace the receiving leg but demolish the old wooden annex on the north side of the Jesup feed mill. We have received approval from all officials needed to burn the old annex down, but when and if that process is completed we will also need to receive ingredients in a new location as currently the old wood alley of the annex is the receiving location. We are working with contractors to determine how to best receive ingredients with as little additional cost to your cooperative as needed. At this time we are investigating the cost and potential of receiving all feed mill ingredients through the corn dump and leg that now serves the 200,000 bushel corn bin that feeds the mill just east of the office. The main reason we are considering this option is the cost of a new leg and dump area. Potential plans have indicated that a leg and receiving area that has a covered pit would cost well over \$300,000.00. By upgrading the pit in the existing dump area and utilizing that existing leg and corn drag to our mill we could accomplish the same goal for under \$50,000.00 if initial plans prove true. The down side of this plan is that during a two to three week period of peak harvest we will be unloading on average four loads of ingredients daily at that same pit. The leg at this pit will unload at 7500 bushels per hour; the existing leg that we unload with is rated at 2500 bushel per hour. By utilizing the existing corn leg we could unload ingredients in about 15 minutes per load or average of one to one and one half hours per day of ingredient unloading time. We certainly feel that this option bears more scrutiny and most likely will present this option to the Board of Directors for final approval. Both Jeff and I feel that we cannot in good fiscal consciousness recommend spending over \$300,000 for unloading four loads of ingredients daily to our mill when this existing equipment is already in place and under utilized for 94% of the year. The other project that could take place after the demolition of the wood annex would be a new bag warehouse that would attach to the mill on the north side that would increase bag storage area for all of our feed products that are now currently housed in three separate locations. We will keep you informed as this project moves forward.

Current feed costs are still at near record highs, and while I've not heard of

much sow liquidation in our trade area it is definitely occurring elsewhere in the industry. There are numerous articles written in the trade magazines detailing where this is happening, I'll not repeat those, but the message I will convey is that while current prices are causing economic grief in the industry there is a bright future ahead. Many of the same articles are predicting fall and winter hog prices of eighty cents and higher due to current liquidation and continued strong demand for product. So while the current markets are very disheartening stay the course there is definitely "light at the end of the tunnel". The other very solid benefit of livestock production has to do with the value of manure. I just recently updated our value matrix with current prices of commercial fertilizer. At today's commercial fertilizer prices manure generated from a typical swine finish barn is worth over \$150 per acre. That's one large reason there is still demand for these types of units to be built in this economic climate. The sales staff and I still have needs for contract barns to be built and will continue to work towards getting new projects started this spring. We have requests for barn sizes from 500 head to 4800 head, so if you have any interest at all, please let us know, if we have not talked to you already. With such a wide variety of needs we can match your appetite for spending with a project that will work well on your farm.

Thanks to all of you for your ongoing patronage and support, we look forward to being your continued supplier of choice.

The Board of Directors has approved offering input financing for crop input through CFA (Cooperative Finance Association)

ECIC

now has

INPUT FINANCING

available for you, featuring:

- *Simple loan application*
- *Competitive variable interest rates*
- *Loan maturities to match your marketing needs*
- *Convenient one-stop shopping for all your ag inputs*
- *Financing through local people that are knowledgeable about your business.*



Please
contact ECIC
for more
information

Agronomy Division

Gene Mitchell



Grain

Brad Stewart



Hudson Ag Center

Gary Schulz



PRICING AND SUPPLY

Fertilizer

In the Winter 2008 newsletter I spent a lot of time talking about the fertilizer market as it existed at that time. So far, not much has changed. Global demand is high. In fact, in three years, world demand has grown more than we use in the United States! China and India have heavy government subsidies. Their farmers pay the same price for fertilizer as they did two years ago, and their governments have picked up the price increases. At the same time China is subsidizing imports, they are taxing exports in an effort to keep their production for their own use. All this is to satisfy the demand of their citizens for higher standards of living (better diets).

Domestic production has decreased due to high energy costs and inefficient plants and we are relying more and more on imports. Sixty percent of Urea and twenty five percent of UAN come from overseas and it takes sixty five days under the best conditions to get fertilizer from Kuwait to Dubuque, Iowa. This makes it necessary to have longer lead times and better forecasting. Because of the forecasting risk, fill programs and price protection are things of the past.

Fertilizer production used to be in many hands but through mergers and acquisitions most products are down to two or three producers and are less competitive.

Freight that used to cost \$30 - \$40 per ton now costs over \$90 per ton. Demurrage rates for NH₃ rail cars are now \$1200 - \$1500 per car per day. The good news is that, even with the high fertilizer price levels today, you are still making a profit if you consider the current grain price. That is the key.

Since we don't know what the future holds, a good strategy is to layer in your purchases and hedge off those purchases with a corresponding sale of grain. In fact, you are the only one that can effectively hedge off this risk. If the fertilizer price goes down you have made a profitable sale of grain to cover the higher fertilizer price. If the fertilizer price goes up, then you have made a good purchase at a lower price and still made a profitable grain sale. When you make a purchase for part of your needs, we will go to the market and make a corresponding purchase. These purchases are firm and need to be pulled by specific dates (usually by December 31 for fall). The contracts also usually require a down payment with the balance due at a later date. Pricing and terms can change at any time. Weather, of course, plays a big part in getting NH₃ applied in the fall, so you don't want to go hog wild on

GRAIN OUTLOOK

Grain prices continue to be wild as supply/demand tables and hedge funds push prices to uncharted levels. Producer selling has been erratic during the past two months while sellers have struggled moving grains at the current price levels since the experts have warned that prices will continue to rise.

Here are a few reasons why the experts feel that way. The USDA supply/demand report for February made virtually no changes to corn, while increasing crush and export bushels for soybeans. This leaves our projected old crop soybean carryout down to a snug 160 million bushels. The US corn balance table can only relinquish 2 to 4 million acres to soy this spring, while soy acres must increase 11 million acres to hold supply/demand in check. There are several groups currently pressuring the government to release CRP acres without penalty to insure needed acreage. We will have to wait until the AG Forum meets on February 21st to see if such a release is approved, but there is fear that our current "lame duck" administration may leave this problem for the next person in charge.

Needless to say our current situation will remain highly volatile until the trade can be assured that supplies will be in place to offset demand. My opinion is that we have built extremely high prices on an unstable foundation. I would advise everyone to cover their risk for next year's production by selling part of their bushels at the current new crop prices. Prices for options are higher than they have been in the past, so cash selling seems to be the best risk management tool at this time.

Please feel free to contact any of our locations if you need help marketing your crop. The ECIC board of directors has approved a new 200,000 bushel

your purchases unless you are O.K. with the risk of a wet fall. If you can't pull the product by the specified date, you will either be charged storage until you can take it or will be refunded the money without interest. The manufacturer has the option of deciding how the unpulled contracts will be treated.

A lot of things we used to take for granted have changed, but I would say we have a lot more opportunity today. The hard part is recognizing and managing it.

If you would like some help with a

Hello from the Hudson Ag Center

Well its almost spring and one can hardly tell by all the snow piles. Now is the time for planning for your spring needs. This year is very different than most because we have very high commodity prices. Along with that we have very high input prices. We also have very tight supplies. If you need to purchase any inputs please let us know so we can cover your needs.

The talk this winter has been drought, high corn and soybean prices, Asian Soybean Rust, input prices, fungicide applications, and herbicide resistance. Drought is a possibility, according to Dr. Elyan Taylor from ISU. But it may only last till late May or early June. With all the snow, who knows.

High commodity prices have driven up every thing from land prices, seed , and inputs. With everything going up it is smart to forward contract and lock things in. Asian Soybean Rust is going to be around but is a weather related problem. Wind, temperature, humidity, and timing will all have to be just right before we may need to treat. Fungicide applications may or may not be needed, again it is weather and variety problems. Herbicide resistance is and will be a real problem. Do careful planning in selection of your herbicides and understand your weed problems. Maybe Mix things up or use two different families, anything will help.

Again, if anyone needs inputs for spring please feel free to contact us and set up a time to discuss your plans.

Thanks again from the Hudson Ag Center

condo storage bin to be built at the Jesup location. The bin will be completed and ready to go for the 2008 harvest season. I will announce terms for participation soon.

Thank you for your patronage.

risk management strategy please contact us.

Chemicals

Glyphosate and atrazine could be in short supply this year. Demand for glyphosate has grown phenomenally with the adoption of Roundup Ready corn and a shift toward more soybeans. Demand is high overseas also. Atrazine tech material is in short supply. As a result prices have increased. If you haven't covered all of your needs please get in touch with us soon.



Waterloo Energy Center

By Terry Grant

This has certainly been a long cold Winter with a lot of snow and ice to contend with while delivering your fuel oil and LP gas.

We want to thank you for keeping your driveway cleared for our drivers. LP gas contracts will soon be used up; they are good through April 20th. Please let us know when you need delivery on the balance of your contract before that date. We would also encourage you to return your early pay discount slips when making your payments.

Our tankwagon driver, Don Ames, has been off work since mid-November. Don fell on the ice and injured his shoulder and is having rotator cuff surgery. He has been helping with sales calls and training our new employee, Brett Sapp, to cover his calls while he is off work. We wish Don a successful and speedy recovery! We would also like to thank Brett for stepping up to the challenge and covering for Don.

Please remember to change your furnace filters regularly to prevent potential problems!

Our budget plan for next year will start June 1st. We will mail letters out in April and May to anyone who would like to take advantage of the plan. Give us a call in March, and we will get you on our list. We will average our annual usage and you will pay a fixed amount every month. If you want to pay ahead, or if we see that your payment is too high or too low, we will adjust it accordingly.

Dustmaster letters for dust control will be sent to you in March for you to sign up by April 15th. Some counties require it by the 15th or they assess a penalty. Our dust control program runs from Spring through early Fall. Please call to set up your application.

We are now offering a Spring diesel fuel contract. We will continue to offer B-5 soy diesel as well as premium diesel contracts. Bean prices have been high as well as fuel prices, and we are anticipating higher fuel with the current forecasts. Please keep this in mind for your Spring needs.

Our cardtrols at Dysart, Hudson, La Porte City and Vinton will all work with your ECIC cards. Please take advantage of the convenience at these locations.

In closing, we want to thank all the employees for all the hard work this Winter and for making an extra effort for our customers. This is your company; please call us and take advantage of all of our services. Thank you.

The Energy Center,
Terry Grant and Kurt Raymond



Cardtrol®

At Four Locations:

- La Porte City
- Dysart
- Hudson
- Vinton



- 24 Hour Accessibility
 - Monthly Statement Terms
 - Gift Cards Available
 - Card Access System - Security and Convenience
 - Unleaded & Ethanol Enriched
 - E-85 Available at Hudson
 - Soy B2 On-Road Diesel Only
- Apply at your Coop today!*

Spring Oil Specials:

Cenex Brand Products

Quick Life Hydraulic Oil

2x2.5 gal pkg. \$10.40/gal.

Diesel Engine Oil Super Lube

TMS 15W40 \$10.90/gal

ML 365 Grease

10 packs \$1.48/tube

ML 500 High Temp Grease

10 packs \$1.60/tube

Cenex Auto Gold Engine Oil

5W30 - 12 qt. case \$17.50

(\$1.45/qt)

FREE DELIVERY!

Call Terry at the Energy Center

319-240-2900



East Central Iowa Cooperative
is proud to announce
the revolvment of equity
to members 73 years of age and older
in the amount of \$456,402.33

JESUP

Jeff Lee



Hello from Jesup! We are wishing for spring to be here soon. This seems like a winter that we used to have all the time. So much for global warming. Lets hope the moisture keeps coming this summer when we need it.

The grain market is extremely volatile and it appears that this will continue thru the planting and growing season. We do currently have some very attractive prices for corn and beans don't forget to take advantage. It's hard to be wrong with \$4.50 corn and \$12.50 beans. Our corn supply is fairly tight here at Jesup we currently have around a 60day supply of corn. The month of January we ground thru the mill 180,000 bushel of corn so if you have corn to move give us a call. We are currently offering 30-day open storage and also free price later contracts.

The board approved a new 200,000 bushel condo been to be built here in Jesup. That project will get started in early spring.

On February 5th we installed a new 12,000 gallon choice white grease tank on the east end of the feed mill. This replaced a 20 year old 8,000 gallon tank. This will allow us to keep up on our inventory better. A semi load is approximately 7,500 gallon, so we would have to be almost out before we could receive a load, and this made scheduling a nightmare. We are also planning to work on our receiving area at the mill this spring. We are exploring the idea of receiving our feed ingredients thru the grain leg east of the mill. This would give us better utilization of this leg and eliminate the need for an additional to replace the current receiving leg that is worn out.

Remember safety first as we prepare for the busy spring season.

Career Opportunities at ECIC

Are you interested in a career with East Central Iowa Cooperative? Read on to learn more about our company and our benefits.

About Us

ECIC possesses the motto: "Dedicated to Service...Committed to Success". We take this pledge seriously in that we realize that as a cooperative, the customer is really the company.

ECIC operates facilities in Cedar Falls, Hudson, Jesup, LaPorte City, and Waterloo providing grain, feed, agronomy, seed, and energy products and services.

Job Benefits

- Personal hours credited by years of service - after 90 days introductory
- 401 K
- Blue Cross / Blue Shield Health Insurance
- 8 Life Insurance
- Dental Insurance
- Supplemental Medical

Out with the old (8,000), and



In with the new (12,000 gal)



- Assistance
- Paid Holidays
- Uniform allowance
- Years of Service Monetary Recognition
- Employee Assistance Program

Submit Career Interest Form

If you'd like to complete our career interest form where you can specify what type(s) of position you are interested in as well as which location(s), please contact us.. We will then keep your inquiry on file for when we have open positions for your area of interest.

East Central Iowa Cooperative is an equal opportunity employer.

JESUP AG CENTER

Norm DeJong



Leap year. It seems like more has leaped recently than the calendar, like snowfall totals and prices. The leaps may be a headache, but they also create some opportunities. All of our crops have become more valuable in the last year. In the past some crop nutrient products and protection products have shown a quantity of yield increase or preservation value. Now, because of crop values, these products that we previously considered to only produce a small return or break even may be money-makers this year. Seed treatment, foliar fertilizer, fungicides, and other less frequently used products may be worth the investment for this year's crop. A production program that was suited to commodity prices and input costs in the past may need some change for the current market situation. For example, we believe a preplant herbicide ahead of glyphosate tolerant soybeans may be an appropriate part of your program this year for several reasons. We can help you determine if these products will provide good returns for your investments.

At the Jesup Ag Center, we have been working to create a field map for every field that we do custom application on of any kind, including ground and aerial application. This project is nearly finished. Field names are keys to identify the correct fields. We want to make sure we don't overlook any fields and we want the boundaries drawn correctly. Accuracy is important, so we request our custom application customers to check our maps when you are in our office.

One other item to note, there are Continuous Instruction Courses scheduled for the first week of March to keep your private pesticide applicator licenses up to date. Please check your status and get it updated if needed. There are several "restricted use" pesticides that require a private applicator's license. Many commonly used insecticides such as Lorsban are restricted. Also, atrazine is a commonly used restricted use pesticide that is in many herbicides. If you apply any restricted use pesticide yourself, you will need a private pesticide applicator license and provide the license number before a purchase is made.

We don't see many folks in our office this time of year, so we look forward to talking with you and seeing you in the spring. I am also looking forward to seeing green grass and green leaves! Then I'll "leap" for joy!

Please Always Be Careful.

Cedar Falls

Rand E. Renner



Hello from Cedar Falls

Well, Mother Nature has certainly shown us who is boss this winter, hasn't she? It has been several years since we have had this much cold and snow and just plain nasty weather!!! What I am getting at is that we need to remember to take care of our feathered friends and wildlife!! We have plenty of bird seed mixes on hand, ear corn for the squirrels and bagged corn for the ducks, geese, and deer. I have also seen quite a few pheasants and wild turkeys that could use a little help. Stop in and we can fix you right up with something that will take care of all of the wild creatures that you have!!

We have been shipping a good amount of corn and beans out of the Cedar Falls location, and the corn that has been shipped out of our new condo bin has been in excellent condition! Now that we have free Price Later open, it would be a very good idea to move some grain out of your farm bins and get it to town, so we can take care of it for you. We have had some corn that came in, when the temperature was below zero that was VERY badly damaged and growing! Please keep an eye on your commodities, and let us know if we can be of any help.

As of this writing, we just got blasted with another round of ice and snow and cold!! We have been selling a lot of potash to be used for melting the ice. It works really fantastic and isn't as corrosive on cement as salt is. Potash, being a fertilizer, is also good for your grass and other plants. We always have some in stock, so either bring a pail to put some in, or we have it in 25 lb. bags, whatever is more convenient for you.

We greatly appreciate all of the business that our Cedar Falls patrons bring our way. It makes our days all worth while. Hopefully this can continue for many more years to come! Being here at the Cedar Falls location has been almost like an extended family adventure.

Please keep in touch and we always have the coffee pot on and the popcorn is always popped.

Goldfinches, cardinals etc. are eating up a storm. We have plenty of mixed bird seed, suet, to feed our flying friends.

Rand E., Gary, Glynnia, Marge and Lawrence
SUPPORT OUR TROOPS!!
GOD BLESS AMERICA!!



Cedar Falls
has BIRD
SUPPLIES!



La Porte City

Keith Koger



Greetings from La Porte City

Finally spring is just around the corner, and I am ready. We finished cleaning up the corn pile in mid-December. It has been a very busy winter shipping grain and moving snow. By the time we get all the February grain shipped, we will be almost as low on grain as we were going into harvest last fall.

As spring is approaching, don't forget to check your grain bins. Here are a few tips for checking grain:

1. Check grain weekly during the spring when temperatures are changing rapidly.
2. Look for crusty, wet, sticky or freezing grain and look at the roof for condensation.
3. Reach into the grain to detect heat.
4. Record temperature.
5. Grab two handfuls of grain from arm's depth and smell them for musty, moldy odors.
6. Use a metal rod to poke into the corn mass in several places, looking for hard, compacted or moist masses.
7. On clear cold days when the air and grain are about the same temperature, run the aeration fan briefly and smell the exhaust for bad odors.

We are accepting corn and soybeans on a free price later at this time, with a pricing date by September 30, 2008. Remember price later grain cannot be sold for a future date. Also, price later grain MUST BE GRAIN THAT IS NOT UNDER LOAN. THIS PRICE LATER WILL NOT BE ABLE TO ROLL FORWARD AT EXPIRATION.

With spring coming, we will have a complete line of forage seed, seed oats, set aside oats, lawn seed, fertilizers, seed corn, seed beans and some packaged chemicals.

Don't forget we have cattle panels, gates, hay feeders, coral gates, steel and wood fence posts, and liquid feed tanks. Call Larry for details and prices.

As you get ready for spring planting, PLEASE BE SAFE!

FOR SALE



1992 Ford F250 4x4
La Porte City

If interested, stop in
and take a look.

Controller

Linda Nielsen



March marks the halfway point in our fiscal year and the income statement is within the estimated budget. The balance sheet continues to look strong with net working capital at 4.3 million.

As a reminder you are able to access your ECIC account through the internet. You have the availability to look at online statements, scale tickets, account balances and obtain schedule F Information for your tax return. Access your account at www.ecicoop.com by click on "Account Info". Enter your Account Number & Password or click "Sign Up for Account Access" to register for account access (If you are signing up for account access, please allow 2 business days for a confirmation email containing your password to be delivered to the email address you provide.) If you have any questions, please contact the Hudson office (319) 988-3257, and we will be happy to assist you.

Within the last few months we have issued the following common stock checks that have been returned to us. If your name appears below, please send us a letter to claim the disbursement to the Hudson Office, P.O. Box 300, Hudson, Iowa 50643. If you do not claim your disbursement, it will be forfeited to the East Central Iowa Cooperative unless you file a claim for the disbursement within 6 months or by August 31, 2008.

Kenneth Chandler, Lois Cook, Jim Cordes, Dawson Foundry, Robert Delk, Sr., Diamond T. LTD, , Thomas Dinsdale, Larry Fike, Laura Fox Estate, Marvin Freese, Andy Grosse, Elvin Hansen Jr., Jack Hansen, Glen Heckroth, Hogan Farm Account, Donald Johnson, Alan Kraus, Don Lowman, AJ Mendenhall, Charles Messier, Mrs. Al Mogle, Robert Mowry, Vernon Myles, Robert Narum, Donald Olson, Virginia D. Schnepf, Robert Sherbon, Lester C. Shogren, Paul Walton, Randy Youngblut, William Zempel

Have a safe and enjoyable Spring!!!

TRIVIA QUESTION

The answer to last issue's trivia question: What city in the United States outnumbers Paris for French Restaurants? Is New York City. Nobody correctly guessed the answer. The question for this issue: What 4 legged animal can last longer without water than a camel can? (hint, they are found all over the world)



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- Apply for ECIC Scholarship*
- Feed Division Awarded*
- Spring Oil Specials*
- Equity Revolverment*
- Manager Reports*

ECIC Locations:

• **Hudson**
602 Washington Street
PO Box 300
Hudson IA 50643

• **Jesup**
661 Douglas Street
Jesup IA 50648

• **La Porte City**
106 Cedar Street
La Porte City, IA 50651

• **Cedar Falls**
212 Lincoln Street
Cedar Falls IA 50613

• **Waterloo - Energy**
1467 West Airline Hwy.
Waterloo IA 50703

**Today's Markets
2-28-08**

	<u>Corn</u>	<u>Beans</u>
<u>Today</u>		
Hudson	4.97	14.06
Jesup	5.02	14.06
La Porte	5.02	14.06
Cedar Falls	4.97	14.06
<u>Month Ago</u>		
Hudson	4.58	11.56
Jesup	4.63	11.56
La Porte	4.63	11.56
Cedar Falls	4.58	11.56

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